



World Trade Center Institute - Delaware

Learn to

Go Global

by attending...

International Business Certificate Series

Session I *ABC's of Importing/Exporting*

Speaker: John Pastor / DE Economic Development Office

Learn the basic process and the importance of importing and exporting your product internationally.

Focuses on terminology and successfully selling overseas

When: Wednesday, October 1st, 2003

Time: 6:00 p.m. - 9:00p.m.

Session II *Import/Export Procedures & Documentation*

Speaker: Elliot Smith / Kintetsu World Express, Inc.

An overview of channels of distribution, packing logistics, various shipping methods, documentation, insurance options, and how to deal with sanctions and quotas

When: Wednesday, October 8th, 2003

Time: 6:00 p.m. - 9:00p.m.

Session III *Intercultural Communications*

Speaker: Justin Leavenworth / Inlingua

Learn how to effectively market overseas, to prepare and market your product, services, and yourself for international success

When: Wednesday, October 15th, 2003

Time: 6:00 p.m. - 9:00p.m.

Session IV *Financing Your Import or Export Business*

Speakers: Bob Elsas / USEAC

Ruth Bender / Wachovia

A review of public-sector export financing options, private-sector import/export methods of payment pricing mechanisms and considerations, and terms of sale

When: Wednesday, October 22nd, 2003

Time: 6:00 p.m. - 10:00p.m.

Cost per Session

\$35.00 for members

\$50.00 for non-members

\$25.00 for students

Where

Delaware State University

MBNA America Hall, Room No 205

Dover, DE 19901

WTCTI Phone: (302)656-7905

Enclosed is the registration form. Please RSVP by September 25th, 2003

No shows will be invoiced

Registration Card:
Please return with your
payment

Make checks payable to:
WTCI-Delaware
702 West Street
Wilmington DE 19801
Ph: (302) 656-7905
Fax:(302) 656-7956
mbhatt@wtcde.com

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